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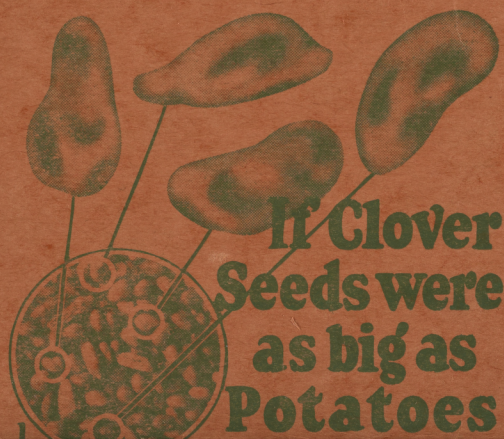


# The "Pine Tree" News

VOLUME 1

(For current Prices see inside pages)

NUMBER 22



**If Clover  
Seeds were  
as big as  
Potatoes**

CIRCLE 1 is a microscope photograph of Red Clover seed grown in the Central States and cleaned there to the nice quality shown. It looks good, it is fairly high in purity, apparently containing only a few weeds.

But Dickinson re-cleaned this seed by a special "Pine Tree" process, and look what happened!

Circle 2 shows a sample of what special methods and special machinery re-cleaned out of the ordinary "country-cleaned" seed. Circle 3 shows what was left.

**Does Re-cleaned Seed Pay?**

Look at Circle No. 2 again. Note such dangerous weeds as quack grass, buckhorn and dodder, and the large proportion of dirt, trash and broken grains. Also the clover seeds lost in the re-cleaning process.

If seeds were as big as potatoes, you wouldn't need a high-power microscope, or highly specialized and delicately adjusted machinery to clean them out.

FREE "The Harvest In The Bag," a new book on seed testing and seed judging, tells how to avoid such seeds as these. Ask your dealer for a free copy of it or write

**The Albert Dickinson Co.**  
CHICAGO, ILL.

Minneapolis Buffalo New York  
Pittsburgh Binghamton Boston



## THE FARMER'S TELEGRAPH

Published by The Bucher & Gibbs Plough Co., being a collection of the important news items of the year 1864 as printed by the newspapers of that time.

### A FRAUDULENT HOAX

A man about 46 years of age, giving the name of Joshua Coppersmith, has been arrested in New York for attempting to extort funds from ignorant and superstitious people by exhibiting a device which he says will convey

the human voice any distance over metallic wires so that it will be heard by a listener at the other end. He calls the instrument a "telephone" which is obviously intended to imitate the word "telegraph" and win the confidence of those who know of the success of the latter instrument without understanding the principles upon which it is based. Well informed people know that it is impossible to transmit the human voice over wires as may be done with the dots and dashes and signals of the Morse Code, and that, were it possible to do so, the thing would be of no practical benefit

The authorities who apprehended this criminal are to be congratulated, and it is hoped that his punishment will be prompt and fitting that it may serve as an example to a horde of other conscienceless schemers who enrich themselves at the expense of their fellow creatures

### TAX ON WHISKEY

The new whiskey tax of \$1.50 a gallon on distilled spirits becomes effective July 15th. It is now impossible to obtain good whiskey for less than \$8.50 a gallon, which is a tenfold increase in less than twenty-five years.

### FINANCIAL NEWS

Owing, it is said, to recent military reverses and the partial failure of the latest draft, there was a currency panic yesterday in which the price of GOLD advanced to \$285 per \$100.

## The One Who Pays For The Advertising

There are still some dealers who think they pay for the manufacturer's advertising. And they tell you they will take on your line if you will allow them per dozen the amount of advertising expense that they claim is charged into every dozen made.

The story of advertised goods is well explained by a certain dealer, who said recently that he had been hurting his own business, and didn't realize it until he hired a clerk from a competitor. From the clerk he learned that his competitor, who was in a poor location and had been in business about one-half the time that he had been, was selling four times as many overalls as he was. After studying the thing over, he came to the following conclusion: 1. That it is the volume of profit and not the margin of profit that counts. That it is sometimes possible to mark up an unadvertised brand 75 to 100 percent and the advertised article 25 to 50

percent, but if you sell ten of the latter to one of the former with the same capital invested, certainly the advertised line was more desirable merchandise to handle. 2. Pushing advertised goods decreased his expenses. Goods would not stay on the shelves so long and it took less effort and expense to move them. This because the manufacturer broke down sales resistance. 3. Advertised lines are usually of better quality. 4. Advertised lines are constantly adding new features and are more exclusive. 5. Advertised lines usually have a standard price and eliminate ruinous price cutting. 6. Many new people visit a dealer's store in response to a manufacturer's advertisement and buy other merchandise on the strength of the visit. 7. Advertised goods confer a certain prestige on the dealer handling them.

The man who pays for the advertising is the man who doesn't advertise his products.

## Watch For This Advertisement

It has already appeared in some farm magazines: it is scheduled to appear later in others. Here is the list with dates.

Ohio Farmer, Issue of Feb. 20  
New England Homestead, Issue of Feb. 20  
Rural New Yorker, Issue of Feb. 20  
Penna. Stockman & Farmer, Issue of Feb. 20  
Wisconsin Farmer, Issue of Feb. 25  
Iowa Homestead, Issue of Feb. 25  
Wisconsin Agriculturist, Issue of Feb. 27  
Ohio Stockman & Farmer, Issue of Feb. 27  
Michigan Farmer, Issue of March 6  
Indiana Farmers Guide, Issue of March 6  
Prairie Farmer, Issue of March 6  
Maryland Farmer, Issue of April 1  
Farm, Stock & Home, & Northwest  
Farmstead, Issue of April 15

A "Pine Tree" advertisement is appearing in every issue of the above magazines this season. Thousands of letters and requests for copies of "The Harvest In The Bag" indicate that farmers are reading these ads. Let the farmers in your district know you can supply them with "Pine Tree" farm seeds.

# The Albert Dickinson Company

## TIMOTHY

Unchanged - Quiet

|                             | Per Bu. 100 lbs. | Per 100 lbs. |
|-----------------------------|------------------|--------------|
| Archer .....                | 3.15             | 7.00         |
| Bison .....                 | 3.26             | 7.25         |
| Colonial .....              | 3.35             | 7.45         |
| Square Deal .....           | 3.44             | 7.65         |
| PINE TREE .....             | 3.65             | 8.10         |
| TIMOTHY and ALSIKE mixed.   |                  |              |
| Containing about 15% Alsike | 3.76             | 8.35         |
| Containing about 20% Alsike | 4.27             | 9.35         |



We give no warranty, express or implied, as to description, quality, productiveness or any other matters or any seeds we send out and we will not be in any way responsible for crop. If the purchaser does not accept the goods on these terms, he must notify us at once and we will give disposition.

THE ALBERT DICKINSON CO.

## PRICE LIST

of  
Feb. 25, 1926

Quotations are Today's Values  
Chicago Subject to Market Changes.

Terms Net Cash. Cartage Free.  
Seeds Invoiced per 100 Lbs.

Bushel Prices Are for  
Guidance.  
Bags not returnable

## CLOVERS

## ALFALFA

### RED CLOVER

#### MEDIUM NATIVE GROWN

|                 | Per Bu. 100 lbs. | Per 100 lbs. |
|-----------------|------------------|--------------|
| Queen .....     | \$19.20          | \$32.00      |
| Ace .....       | 20.10            | 33.50        |
| PINE TREE ..... | 21.00            | 35.00        |

#### MAMMOTH NATIVE GROWN

\$1.50 per 100 lbs. above Native Medium

#### MEDIUM Imported

|                 |         |         |
|-----------------|---------|---------|
| Queen .....     | \$14.40 | \$24.00 |
| Ace .....       | 15.00   | 25.00   |
| PINE TREE ..... | 15.60   | 26.00   |

### ALSIKE CLOVER

|                 |         |         |
|-----------------|---------|---------|
| Queen .....     | \$15.60 | \$26.00 |
| Ace .....       | 16.20   | 27.00   |
| PINE TREE ..... | 16.80   | 28.00   |

### WHITE SWEET CLOVER

|                 |        |         |
|-----------------|--------|---------|
| Ace .....       | \$5.55 | \$ 9.25 |
| PINE TREE ..... | 5.85   | 9.75    |

### GRUNDY COUNTY

|                 |      |       |
|-----------------|------|-------|
| PINE TREE ..... | 6.15 | 10.25 |
|-----------------|------|-------|

### YELLOW SWEET CLOVER

|                 |      |       |
|-----------------|------|-------|
| PINE TREE ..... | 5.75 | 11.25 |
|-----------------|------|-------|

Our Sweet Clover is scarified to quicken and improve germination.

### WHITE CLOVER

|                      |         |         |
|----------------------|---------|---------|
| Prime .....          | \$18.00 | \$30.00 |
| Strictly Prime ..... | 21.00   | 35.00   |
| Choice .....         | 24.00   | 40.00   |
| CRIMSON CLOVER ..... | 4.50    | 7.50    |

### KANSAS ALFALFA

|                 | Per Bu. 100 lbs. | Per 100 lbs. |
|-----------------|------------------|--------------|
| Ace .....       | \$11.40          | \$19.00      |
| PINE TREE ..... | 12.00            | 20.00        |

### HARDY N. W. ALFALFA

|                 |         |         |
|-----------------|---------|---------|
| Ace .....       | \$11.40 | \$19.00 |
| PINE TREE ..... | 12.00   | 20.00   |

### IDAHO ALFALFA

|                 |         |         |
|-----------------|---------|---------|
| Ace .....       | \$12.30 | \$20.50 |
| PINE TREE ..... | 12.90   | 21.50   |

### DAKOTA ALFALFA

|                 |         |         |
|-----------------|---------|---------|
| Ace .....       | \$13.50 | \$22.50 |
| PINE TREE ..... | 14.10   | 23.50   |

### MONTANA ALFALFA

|                 |         |         |
|-----------------|---------|---------|
| PINE TREE ..... | \$14.40 | \$24.00 |
|-----------------|---------|---------|

Certified and Sealed under State Supervision

### CANADIAN VARIEGATED

|                 |         |         |
|-----------------|---------|---------|
| Ace .....       | \$13.35 | \$22.25 |
| PINE TREE ..... | 13.95   | 23.25   |

### GENUINE GRIMM ALFALFA

|  | Per Bu. 100 lbs. | Per 100 lbs. |
|--|------------------|--------------|
| PINE TREE Northern Grown .....                             | \$23.40          | \$39.00      |
| PINE TREE Idaho Grown .....                                | \$22.20          | \$37.00      |
| Intermountain Growers' Affidavit                           |                  |              |
| PINE TREE Idaho Grown .....                                | \$24.60          | \$41.00      |
| Field Inspected, Certified and Sealed by State Authorities |                  |              |
| PINE TREE Montana Grown .....                              | \$22.80          | \$38.00      |

Certified By Growers and Sealed by  
State Authorities

|                        |       |       |
|------------------------|-------|-------|
| PINE TREE Canada Grown | 21.00 | 35.00 |
|------------------------|-------|-------|

### COSSACK ALFALFA

|                 |         |         |
|-----------------|---------|---------|
| PINE TREE ..... | \$24.60 | \$41.00 |
|-----------------|---------|---------|

We are in the  
Market for

RED CLOVER,  
MAMMOTH  
CLOVER and  
ALSIKE

Please Send Samples

We do not handle Italian Clover or Italian Alfalfa

# GRASS SEEDS—LAWN GRASS

## RED TOP

(Carload prices on application)

| SOLID OR FANCY SEED     | Per Bu. | Per 100 lbs. |
|-------------------------|---------|--------------|
| Fair by sample .....    |         |              |
| Good by sample .....    |         |              |
| Ace (No. 1 Fancy) ..... | 4.34    | 31.00        |
| PINE TREE (Extra) ..... | 4.48    | 32.00        |
| Globe (Superfine) ..... | 4.90    | 35.00        |

## UNHULLED SEED

|                              |           |         |
|------------------------------|-----------|---------|
| Good .....                   | by sample | Ask For |
| Choice to Extra Choice ..... |           | Prices  |

## KENTUCKY BLUE

| (14 lbs. per bu.)        | Per Bu. | Per 100 lbs. |
|--------------------------|---------|--------------|
| FANCY SEED               |         |              |
| Standard 19 lb. ....     | \$4.76  | \$34.00      |
| Standard 21 lb. ....     | 5.04    | 36.00        |
| Ace (Refined) .....      | 5.04    | 36.00        |
| PINE TREE (Refined) .... | 5.32    | 38.00        |
| Globe (Superfine) .....  | 5.60    | 40.00        |

CANADA BLUE-PINE TREE 4.90 35.00

## ORCHARD GRASS

| (14 lbs. per bu.)         | Per Bu. | Per 100 lbs. |
|---------------------------|---------|--------------|
| Ace (Choice) .....        | \$2.38  | \$17.00      |
| PINE TREE (Selected) .... | 2.52    | 18.00        |
| GLOBE (Extra Heavy) ...   | 2.59    | 18.50        |

## RYE GRASSES

| (24 lbs. per bu.)         | Per Bu. | Per 100 lbs. |
|---------------------------|---------|--------------|
| Pacey's .....             | 3.00    | 12.50        |
| Perennial PINE TREE ..... | 2.70    | 11.25        |
| Italian PINE TREE .....   | 2.58    | 10.75        |
| United States Grown ..... | 2.40    | 10.00        |

## IMPORTED AND FANCY

### GRASSES

| FOR GOLF COURSES AND OTHER PURPOSES        | Per 100 lbs.  |
|--|---------------|
| New Zealand Chewings Fescue .....          | 45.00         |
| Red or Creeping Fescue .....               |               |
| South German mixed Bent .....              | 115.00        |
| Colonial Bent .....                        |               |
| Sheep's Fescue .....                       | 23.00         |
| Hard Fescue .....                          | 23.00         |
| Crested Dogtail .....                      | 50.00         |
| Tall Meadow Oat .....                      |               |
| Bermuda Grass .....                        | 45.00         |
| Wood Meadow Grass .....                    |               |
| Rough Stalked Meadow (Poa Trivialis) ..... | 45.00         |
| Annual Sweet Vernal .....                  |               |
| Yarrow .....                               | Ask for Price |
| Meadow Fescue .....                        | 17.00         |

### SUNFLOWER

|                                       |           |
|---------------------------------------|-----------|
| PINE TREE, Domestic f.o.b. Chgo ..... | \$4.25    |
| Globe, Large free weevil .....        | 7.00 7.25 |

### DWARF ESSEX RAPE

|                          |        |
|--------------------------|--------|
| PINE TREE Imported. .... | \$7.25 |
|--------------------------|--------|

### MILLET

|                    | Per 100 lbs. |
|--------------------|--------------|
| Common .....       | \$3.75       |
| German .....       | 3.50         |
| Tenn. German ..... | 4.00         |
| Siberian .....     | 3.75         |
| Japanese .....     | 5.00         |
| HUNGARIAN .....    | 3.40         |

## LAWN GRASS MIXTURES

|  | Per 100 lbs. |
|--|--------------|
| GLOBE BRAND. Extra heavy superfine.  |              |
| In cartons and 5 lb. bags. ....  | \$37.50      |
| In bulk .....  | 36.00        |
| DICKINSON. Our special blend of selected imported and native grasses.                        |              |
| In cartons and 5 lb. bags. ....  | 29.50        |
| In bulk .....  | 28.00        |
| ACE BRAND. A blend of quick growing native grasses. (Contains White Clover.)                 |              |
| In bulk .....  | 19.50        |
| EVERGREEN. Good standard quality satisfactory for general purposes. (Contains White Clover.) |              |
| In cartons and 5 lb. bags. ....  | 27.50        |
| In bulk .....  | 26.00        |

|                                 |       |
|---------------------------------|-------|
| shaded places and moist soils.  |       |
| In cartons and 5 lb. bags. .... | 37.50 |
| In bulk .....                   | 36.00 |

## PACKING

Globe, Dickinson, Evergreen and Shady Spot are put up in:

- 1 lb. Litho cartons, 50 to a case.
- 5 lb. Cotton bags, 10 to a bale.
- 5 lb. Cotton bags, 20 to a bale.
- 100 pound burlap bags.
- Ace Brand, in 50 and 100 lb. bags only.

# SEED GRAIN—SUNDRY SEEDS—BAGS

## SEED GRAIN

|                                 | Per bu. |
|---------------------------------|---------|
| Rosen Winter Rye .....          | 1.25    |
| Spring Rye .....                | 1.65    |
| Chevalier 2-Row Barley .....    | 1.25    |
| Ordinary 2-Row Barley .....     | 1.15    |
| Ordinary 6-Row Barley .....     | .95     |
| Marquis type Spring Wheat ..... | 2.25    |
| Heavy Domestic White Oats ..... | .60     |
| Swedish Type Oats .....         | .75     |

## SEED CORN

Contract stocks grown in Nebraska, thoroughly milled - high germination.

### EXTRA EARLY SORTS

|  | Per Bu. |
|--|---------|
| Pride of the North Yellow Dent .....   | \$2.50  |
| King of the Earliest Yellow Dent ..... | 2.50    |
| Wis. No. 12 (Golden Glow) ...          | 2.75    |
| Wis. No. 7 (Silver King) .....         | 2.75    |
| Minnesota 13 .....                     | 2.75    |
| Northwestern Dent .....                | 2.75    |
| White Cap Yellow Dent .....            | 2.50    |

### MEDIUM EARLY SORTS

|                          |      |
|--------------------------|------|
| Iowa Gold Mine .....     | 2.50 |
| Reid's Yellow Dent ..... | 2.50 |
| Improved Leaming .....   | 2.50 |
| Silver Mine .....        | 2.50 |

### FLINT CORN

|                         |      |
|-------------------------|------|
| Sanford White .....     | 2.75 |
| Longfellow Yellow ..... | 2.75 |
| Early Canada .....      | 2.75 |

### FODDER CORN

|                             |      |
|-----------------------------|------|
| Leaming Fodder .....        | 1.30 |
| Pride Fodder .....          | 1.30 |
| Southern White Fodder ..... | 1.30 |
| Red Cob Fodder .....        | 1.40 |

## SOY BEANS

|                                   | Per 100 lbs. |
|-----------------------------------|--------------|
| PINE TREE, Ito San .....          | 4.00         |
| PINE TREE, Midwest .....          | 4.00         |
| PINE TREE, Manchu .....           | 3.50         |
| PINE TREE, Certified Manchu ..... | 3.75         |
| PINE TREE, Black Eye Brow .....   | 3.75         |
| PINE TREE, Early Brown .....      | 4.00         |
| PINE TREE, Wilson Black .....     | 4.25         |
| PINE TREE, Ebony .....            | 4.50         |
| PINE TREE, Mammoth Yellow .....   | 5.00         |

## NOD-O-GEN



FOR ALFALFA, SWEET CLOVER AND CLOVERS

|                       | Retails For |
|-----------------------|-------------|
| 1 bushel size .....   | \$1.00      |
| 1/2 bushel size ..... | .75         |

FOR SOYBEANS, COW-PEAS, FIELD PEAS AND VETCHES

|                     | Retails For |
|---------------------|-------------|
| 5 bushel size ..... | \$2.00      |
| 1 bushel size ..... | .50         |

FOR GARDEN PEAS, GARDEN BEANS AND SWEET PEAS

|                   | Retails For |
|-------------------|-------------|
| Garden size ..... | \$ .25      |

### 40 Per Cent Discount To Merchants

on orders for 6 bottles and over  
Special display cartons, handsomely lithographed in colors, on orders for 12 or more bushel size bottles.

Please specify size and variety needed.

## PEAS

|                             | Per 100 lbs. |
|-----------------------------|--------------|
| WHITE FIELD, Prime .....    | \$4.35       |
| WHITE FIELD, Globe Brand .. | 4.50         |
| MARROWFAT CHOICE .....      | 5.00         |
| FANCY GREEN PEAS .....      | 4.25         |
| SCOTCH, Globe Quality ..... | 4.25         |
| No. 1 WIS. SCOTCH .....     |              |

## FLAX

|                        |        |
|------------------------|--------|
| Whole Druggist's ..... | \$6.00 |
| Ground Flax .....      | 6.50   |

## HAIRY OR WINTER VETCH

|                 |             |
|-----------------|-------------|
| PINE TREE ..... |             |
| Globe .....     | 10.00-12.00 |

## SUDAN GRASS

|                           | Per 100 lbs. |
|---------------------------|--------------|
| Pine Tree, Southern ..... | 4.35         |
| Pine Tree, Northern ..... | 4.50         |

## COTTON GRAIN BAGS

|                           |       |
|---------------------------|-------|
| Anchor A .....            | \$    |
| Royal River .....         |       |
| Patched Second Hand ..... | 27.00 |
| Soiled Second Hand .....  |       |

The  
Sign of  
Good Crops



Minneapolis  
Pittsburgh

New York  
Boston

Buffalo  
Binghamton

BRANCH OFFICES

CHICAGO, ILL., U. S. A.

General Offices, Warehouses and Refineries — 35th St. at California Ave.  
Postal Address—Lock Drawer 788 Long Distance Telephone—Lafayette 3000

# The Albert Dickinson Company

SEED MERCHANTS AND SEED REFINERS

TODAY'S PRICES FROM

62,23

Jul 25, 1926

Market Quotations from  
**The Albert Dickinson Co.**  
*Seed Merchants and Seed Refiners*  
CHICAGO, ILL., U. S. A.



## First Class Mail



## "PINE TREE" BRAND SEEDS IN Sealed Bushel Bags

The modern way of handling seeds has these advantages:

1. Saves time and labor otherwise lost weighing bushel lots out of bulk sacks.
2. Saves loss of seed caused by spillage and giving "down weights." One pound of clover saved pays cost of bag.
3. Saves money on bags. How much loss does your bag account show every year?
4. Easier to handle and safer to ship on account of lighter and more convenient size package.
5. The farmer prefers it because he gets his seed in the original branded and sealed package.
6. The farmer's wife prefers it because she has many uses for the empty bags.

Order part or all of your requirements in sealed bushel bags for convenience and saving.